

FSC-188-B		11/1/96	
SUBJECT: Contract Signings - Balance of 1996			
DISTRIBUTION:			
<u>X</u>	AVP	<u>X</u>	KAM
<u>X</u>	RSM	<u>X</u>	AM
<u>X</u>	RBM	<u>X</u>	Reg.Mil./DF Mgr.
<u>X</u>	ROM	<u>X</u>	AE
		<u>X</u>	DM
		<u>X</u>	RM
			MIL
			REP

Last week we achieved the Contracted Outlet C.I.V. objectives that we set nationally.
This is great news!

Due to slight contract modifications we are making for 1997, any additional contract signings for Package Outlets or Traditional Carton Outlets should cease. The only exception to this should be 100+ CPW Pack Outlets that are currently "RJR Lockout" accounts.

Please ensure this direction is immediately communicated to everyone under your responsibility selling contracts.

Dave

Jim

Rick

Pat

D. L. Wilmesher
 North East Sales
 Area Vice President

J. W. Best
 Southern Sales
 Area Vice President

R. M. Sanders
 Western Sales
 Area Vice President

P. J. Cundari
 Mid-West Sales
 Area Vice President

To: Noonan, R, Myers, Keith, Ridge, Robert, Burrows, Robert, Westenberger, R, Jurgensen, Kurt T.,
Cote, Raymond A., Leonard, John M., Kight, Earl, Sheft, S N., Macleod, Stephen, Plourde, R N., Beard, R L.,
Steele, Robert R., Carey, S J., Coslett, Job H., Page, Cynthia, Eckardt, Diane C., Salerno, Joseph S.,
Sheltra, Marlowe, Close, Scott P., Bain, Georgia A., Tisinger, Michael D., Haskin, Susan J., Huntoon, Lynne D.,
Howard, M S., Orlando, Joseph J., Laboda, R P., Neaf, D M., Morris, M E., Levenstein, Howard S.,
Davignon, Barry A., Thompson, Timothy J., Clary, Nancy A., Balmer, Robert W., Miller, D S., Whiting, James R.,
Imbriano, Michael A., Gonzalez, Lenin R., Patterson, David P., Davis, Robert J., CHICCARELLI, John J.,
Doak, Donna L., Smith, P E., Martin, Holly G., Manoyan, Alan R., Pianowski, Robert J., Willson, Amy,
Wallon, Laura J.

From: 1610 - Buffalo ROU (BRZEZIE)
Posted: 11/5/96 8:57
Opened: 11/5/96 10:58
Subject: FWRD: FSc-188-B Contract Signings-Balan

forwarding the following.....

===== <Forwarded Letter> =====

From: Davis, Carla C.
To: 1610
Subject: FSc-188-B Contract Signings-Balance 199
Posted: 11/04/96 13:26
Priority: Normal

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